

## Funds




“Mallesons Stephen Jaques is a leading Asia Pacific commercial law firm with a track record on some of the region’s most complex transactions and matters.”

PLC Which Lawyer? 2010

“...a consistency of quality with Mallesons that is not always guaranteed with other firms once you go beyond the obvious names. It definitely sets them apart.”

IFLR 1000 2010

## Contents



Mallesons at a glance	4
FUNDS	7
Mallesons' funds reputation	8
Mallesons' funds capabilities	9
AREAS OF PRACTICE	11
Real Estate Investment Trusts (REITS) and wholesale property funds	12
Infrastructure funds	13
Hedge funds and structured products	14
Hybrids and convertibles	15
Private investment funds	16
International funds investing in Asia and Australia	17
Funds related M&A	18
Funds related ECM	19
OUR FUNDS TEAM	21

# Mallesons at a glance

## About Mallesons Stephen Jaques

Mallesons Stephen Jaques is Australia's most successful commercial law firm, trusted by a wide range of major corporations and financial institutions in Australia and the Asia Pacific region.

Mallesons is also one of Australia's oldest firms, having been founded in 1832. We are a single, fully integrated partnership consisting of approximately 200 partners and 800 other lawyers across offices throughout Australia and Asia.

Mallesons has a breadth and depth of experience and expertise in all the core areas of commercial law. Our reputation for excellence in our legal work and our focused client service approach ensures that we are consistently ranked in the top tier in industry surveys.

## Where we operate



## Market leadership

Mallesons is ranked among the very best law firms in the world. We are consistently rated as a market leader in Australia and the wider Asia Pacific region, as recognised by scores of independent awards, market surveys and league tables. Such is Mallesons' leading reputation in the market, that our firm won all key Australian legal sector awards during 2008-09 and achieved the highest revenue in the Australasian marketplace. Mallesons is ranked in the Global 50 (a list of the world's top 50 law firms) by PLC Which lawyer? and is a six-time winner of IFLR's Regional Law Firm of the Year award.

In 2009, Best Lawyers International recognised over 90 Mallesons lawyers for their expertise in various fields.

The diversity of major projects on which Mallesons has acted and, in many cases, been the lead adviser, demonstrates the firm's ability to provide a complete range of legal services in almost any transaction. Our across-the-border reputation for exceptional legal talent, unquestioned professionalism and innovative, commercially astute advice gives our clients independent reassurance that they are in the best hands.

## Client base

Our clients include many of the world's leading corporations and financial institutions. They operate in a diverse range of industries including aviation, banking and finance, biotechnology, capital markets, commercial property, construction, defence, energy, funds management, health care, insurance, investment banking, manufacturing, media/entertainment, mining, oil/gas, software, telecommunications and transport. We also act for high technology companies, other emerging enterprises, governments and charitable and educational institutions.

## Capability in Asia

Our Asia practice group brings together a multidisciplinary team of lawyers who are knowledgeable about the region and are market leaders in their areas of expertise. Our China practice group is based across our offices in Hong Kong, Mainland China and Australia. Our Hong Kong office is the third largest office in our international network and services our clients' business needs throughout Asia. We have been involved in some of the Asia Pacific's largest and most complex transactions and have experience in all the key jurisdictions in Asia including China, Hong Kong, India, Indonesia, Japan, Laos, Macau, Malaysia, Philippines, Singapore, South Korea, Taiwan, Thailand and Vietnam.

We practice Hong Kong, English and Australian law. With approximately 1,000 lawyers operating across Asian time zones, we are equipped to handle large-scale transactions.

We have some 50 Mandarin-speaking lawyers in our team specialising in advising multinational corporations doing business in China, several of whom have over 20 years of legal experience in China.

## Key award wins

Regional Law Firm of the Year	<i>IFLR Asia Awards 2010</i>
National Law Firm of the Year	<i>IFLR Asia Awards 2009</i>
Law Firm of the Year (Australia)	<i>PLC Which lawyer? Global Awards 2010</i>
Best Large Law Firm	<i>BRW Client Choice Awards 2010</i>
Best Large Professional Services Firm	<i>BRW Client Choice Awards 2009</i>
Corporate Legal Services Firm of the Year	<i>CFO Awards 2009</i>
Best Financial Law Firm	<i>FinanceAsia Achievement Awards 2008</i>
A Global Top 50 Firm	<i>PLC Which lawyer? Yearbook 2009</i>
Law Firm of the Year	<i>INSTO Distinction Awards 2009</i>
Structured Finance and Securitisation Deal of the Year	<i>IFLR Asia Awards 2009</i>
M&A Deal of the Year	<i>IFLR Asia Awards 2009</i>
Restructuring Deal of the Year	<i>IFLR Asia Awards 2009</i>
Australian Deal Team of the Year - Corporate/M&A	<i>ALB Australasian Law Awards 2009</i>
Project Finance Deal of the Year	<i>ALB Australasian Law Awards 2009</i>
Debt Market Deal of the Year	<i>ALB Australasian Law Awards 2010</i>
Energy & Resources Deal of the Year	<i>ALB Australasian Law Awards 2010</i>
Australian Deal of the Year	<i>Project Finance International Asia Pacific Awards 2008</i>
Legal Adviser of the Year for Energy, Mining and Utilities	<i>Financial Times-Mergermarket M&amp;A Awards Asia 2008</i>
Project Finance Deal of the Year	<i>IFLR European Awards 2008</i>

“Consistently working on the significant deals and with great depth of talent at all its offices, there is no questioning Mallesons’ presence at the top.”

Chambers 2009

## Funds



“The Australian firm advises asset managers and investors on a range of matters, chiefly in the realm of real estate funds, REITs and infrastructure funds...Benefiting from firm roots in the country where REITs first originated, the team impresses clients with ‘its outstanding capabilities in this market’ and ‘exceptional level of service and attention to detail’...”

PLC Which lawyer? Global 50, 2009

## Mallesons' funds reputation

**Chambers Asia 2010** "Fielding expertise in its Hong Kong, Beijing, Shanghai and Australia offices, this firm specialises in cross-border funds matters, including fund-related joint venture and M&A transactions across the region."

**Chambers Global Guide 2009** "Hailed as 'the most visible firm in Australia, and certainly one of the leaders there,' Mallesons has built up a superb REITs practice within its homeland. Five offices throughout the country enable an excellent network of talented and experienced professionals. Its level of renown in Hong Kong, Shanghai and London, meanwhile, is not far behind..."

**Chambers Asia 2009** "The group routinely acts as international counsel to the underwriters of Singapore REITs and business trusts relating to real estate in Singapore, Japan and India. In Hong Kong, the team also focuses on the formation of Hong Kong-listed private real estate funds, often with a focus on China, and it is also renowned for its expertise in the structured debt fund sector."

**PLC Which lawyer? Yearbook 2009** "The firm's Asia practice goes from strength to strength after several high-profile partner relocations to the Hong Kong office. Leveraging off the reputation the firm has built among the region's leading investment banks, and with the ability to draw on the resources of its massive Australian operations, the practice is visible in both Hong Kong and mainland China."

**Chambers Global Guide 2008** "Clients proclaim the practice to be 'top-rate in terms of quality, knowledge and efficiency', and also appreciate the 'great price performance'. Observers regard the firm as being in 'an enviable position due to its dedicated client base'."

**Asia Pacific Legal 500 2007-2008** "Mallesons Stephen Jaques' leading tax practice boasts expertise in dual-listed company tax structures, demerger and consolidation tax issues, Goods and Services Tax (GST) and stamp duty in the development of financial products. The team contains some of the brightest stars in the sector..."

### First-tier rankings

M&A - Chambers Global Guide 2010

M&A - IFLR 1000 2010

M&A - Asia Pacific Legal 500 2010

M&A - PLC Which lawyer? Yearbook 2010

### Leading firm

Investment funds; M&A - PLC Which lawyer? Yearbook 2010

### Second-tier ranking

Investment funds: Real estate - Chambers Asia 2010

## Mallesons' funds capabilities

### Our funds team

The Mallesons funds team comprises specialists from across the corporate and tax teams within Mallesons. This integrated approach ensures clients get the best possible advice. The Mallesons funds team has 19 partners and almost 100 lawyers.

### Our cutting edge work

Our funds team has extensive market expertise in all aspects of funds work both locally and internationally. Our funds practice is one of the largest in Australia and is at the forefront of the developments in Asia.

We have been involved in major innovations in the funds industry, including:

- groundbreaking funds transactions in India and China in 2009, including
  - India: the largest offshore infrastructure fundraising to date
  - China: first CMBS offered in China
- first major "undocumented" rights issue - Australand 2008
- "Structured Product of the Year" in 2007 – the Credit Suisse PL100 World Water Fund
- first property-linked notes for Westfield in 2007
- JPMorgan evolutionary warrant – Dividend Advance Resettable Warrant Instalments (DARWINS) in 2007
- Australia's first exchange traded funds in 2001 – State Street Global Advisors' \$120 million listing
- Spark Infrastructure IPO of five stapled securities in 2005
- first hybrids – Macquarie Prologis Income Trust IPO in 2003 and Multiplex SITES IPO in 2003
- first stapled merger – Mirvac Group in 1999
- first listed infrastructure trust – Macquarie Infrastructure Group in 1996
- first stapled IPO – Hills Motorway in 1994
- first law firm to become an associate member of the predecessor to the Investment and Financial Services Association (IFSA).

### Our clients

Our funds team acts for many key participants in the Australasian funds management industry. Our clients include AMP Capital Investors, AXA, Barclays Capital, Blackstone, Blackrock, Citigroup, Credit Suisse, Deutsche Bank, JP Morgan, Lion Capital, Macquarie Group, MLC Wealth Management, RBS, Standard Chartered Bank, State Street, Stockland, UBS and Westfield.

### Our international capabilities

In addition to acting for our Australian and Asian clients, we also act for offshore fund operators, fund investors and fund service providers. We have extensive international and regional expertise and because we understand fund structures in various overseas jurisdictions, including the Cayman Islands, Delaware, Europe and Asia we are able to provide a focused, solutions based approach to offering foreign funds in the Australian market.

### Our team and what we can provide

Our funds team can:

- assist with all aspects of forming funds, including innovative solutions to a client's unique structural issues
- advise on Australian financial services licensing, disclosure, registration requirements and tax laws as they apply to funds
- advise on requirements for listing on the Australian Stock Exchange (ASX), or quotation on ASX's market for structured products and managed funds (AQUA)
- assist operators of offshore funds to market and offer funds to Australian investors
- assist offshore fund operators to establish a presence in Australia, including trading operations
- structure prime brokerage services offered to funds to ensure compatibility with Australian regulatory, tax and insolvency laws (taking security, close-out netting etc)
- act as international counsel to foreign funds for pan-Asian offerings
- provide strategic integrated advice on the taxation aspects of the development of new investment products and in the broader funds industry
- advise and assist in the creation of foreign and domestic funds and on the associated taxation implications for the fund and the investors
- advise on the taxation aspects of transactions that they undertake in Australia and offshore.

### Areas of practice

On the following pages we have highlighted the depth of our experience and capabilities in a number of key specialist funds related areas:

- Real Estate Investment Trusts (REITs) and wholesale property funds
- Infrastructure funds
- Hedge funds and structured products
- Hybrids and convertibles
- Private investment funds
- International funds investing in Asia and Australia
- Funds related M&A
- Funds related ECM.

## AREAS OF PRACTICE



“The Asian investment funds practice at this leading Australian firm is spread across the Hong Kong and Sydney offices and pools ‘extremely diligent and technically excellent partners and associates.’ According to market commentators, this practice is probably best known for its consummate knowledge of the real estate investment sector.”

Chambers Asia 2009

## Real Estate Investment Trusts (REITS) and wholesale property funds

Mallesons has an industry leading REIT practice in both Australia and Asia.

Mallesons has been at the forefront of REIT developments in Australia since the industry's inception and is leveraging this experience into the emerging Asian markets. We act for the largest players in the Australian market and our clients include Westfield, Stockland, Australand and DEXUS amongst others.

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### Relevant experience

- Tishman Speyer Office Fund capital raisings and takeover defence
- Valad Property Group restructuring, IPO and capital raisings
- Multiplex European Property Fund
- Multiplex Acumen Prime Property Fund
- Ashington Group Wholesale Property Fund
- Macquarie DDR Trust IPO and rights issue
- Macquarie Prologis Trust IPO and rights issue
- Macquarie MEAG Prime REIT IPO and management JV
- GEO Property Group's internalisation of its management agreement, restructure and acquisition of the responsible entity from MFS/Octavir
- Pacific Shipping Trust's IPO and placement (underwriters)
- Frasers Centrepoint Trust's IPO and placement (underwriters) (Singapore)
- Macquarie Bank Prime REIT and establishment of management joint venture between Macquarie and Pacific Star
- CapitaMall Trust's secondary offerings (underwriters) (Singapore)
- MacarthurCook Industrial REIT's IPO and placement (underwriter)
- CapitaCommercial Trust's secondary offering and placement (underwriter) (Singapore)
- Mapletree Logistics Trust's IPO and secondary offerings (underwriter)

## Infrastructure funds

Our clients in the infrastructure fund industry include the leaders in the Australian market and we have built on this experience to establish a strong reputation in the broader Asian infrastructure fund market. We have established some of the region's largest infrastructure funds (India, China and pan Asian).

Major clients include Macquarie, AMP, DBREEF and Infigen (formerly Babcock & Brown Wind).

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### Relevant experience

- Transurban: response to takeover proposals by OTPP and CPPIB
- Macquarie Infrastructure Group: partial management internalisation and separation into two ASX listed toll road funds (Intoll and Macquarie Atlas Roads)
- Macquarie Capital Infrastructure Group sale to Canadian Pension Plan Investment Board: through inter-conditional Australian and Bermudan Schemes of Arrangement and an inter-conditional Trust Scheme
- Babcock & Brown Wind Partners' acquisition of Babcock & Brown Limited's Australian and New Zealand wind farm assets
- Babcock & Brown Power separation: advised Babcock & Brown Power on the restructure and separation of its management agreement from Babcock and Brown
- Spark Infrastructure IPO of 5 stapled securities (\$1.6 billion)
- RiverCity Motorway Group IPO (\$725 million)
- DUET (Diversified Utility and Energy Trusts) IPO and subsequent rights offer (\$660 million)
- Babcock & Brown Wind Partners IPO (\$650 million)
- Viridis Clean Energy Group IPO and subsequent rights offer (\$126 million)
- Mariner Pipeline Income Fund (\$68 million)
- Macquarie Infrastructure Group IPO (\$300 million)

## Hedge funds and structured products

Mallesons has been at the forefront of the structured products market in Australia, both wholesale and retail. We have advised on numerous structured products for a wide range of clients.

We act for local and offshore banks, hedge fund operators, hedge fund investors and hedge fund service providers such as prime brokers ensuring compatibility with Australian regulatory, tax and insolvency laws (taking security, close-out netting etc).

Most recently we have provided advice to many hedge fund managers on the numerous changes to the short selling regimes and on Australian tax issues concerning Australian source income.

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### Relevant experience

- Barclays DYNAMIC80 International Share Fund
- HSBC 100+ Series Equity Linked Investments and Dual Currency Investments
- Citigroup Market Linked Accounts
- AMP Total Return Fund
- Voyager Pan Asia Fund
- Cooper Investors Brunswick Fund
- K2 Advisors Kosciusko Long Short Fund
- BT Strategic Commodity Index Fund
- Ellerston GEMS Fund
- Offering various international hedge funds to Australian investors for global investment banks and securities firms
- Advising on the launch of Exchange Traded Funds (ETFs), including on the first EFTs in Australia and on the quotation of ETFs on the AQUA market

## Hybrids and convertibles

Hybrid securities represent a cost effective and competitive way for many issuers to raise capital. The market is an innovative one and legal structures are constantly evolving in response to market forces. Mallesons has extensive experience creating, rolling over and unwinding hybrid structures.

The range or spectrum of financial instruments can be seen as a rainbow, with pure debt at one end and pure equity at the other. Hybrid securities fit in between, and range from redeemable preference shares and units (equity which looks like debt) to subordinated debt (debt which looks like equity). In the middle are convertible securities (debt which becomes equity) and stapled securities (debt instruments stapled to equity securities).

The Australian legal environment is relatively straightforward and facilitative for hybrids. The key regulators - the Australian Stock Exchange, the Australian Securities and Investments Commission and, for financial institutions, the Australian Prudential Regulation Authority - and the ratings agencies have proven able to accommodate a wide range of transactions, and are responsive to innovations.

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### Relevant experience

- Westpac: TPS
- IAG: RPS and RES
- CBA: Perls I, II, III, IV and V
- SACL: Sydney Airport SKIES capital raising
- Australand ASSETS Trust: IPO
- Macquarie ProLogis Income Trust: IPO
- Multiplex SITES Trust: IPO
- AMP: POWERS I and II
- JP Morgan STRIPES: advice to the issuer of these Deferred Purchase Agreement (DPA) securities
- Macquarie CPS: advice on the issue of its convertible preference shares
- Macquarie Communications: Singapore listed convertible bonds
- CFS Retail Property: Singapore listed convertible bonds
- ING Industrial Fund and Centro Properties: offshore exchangeable bonds

## Private investment funds

Mallesons has one of Australia's leading private investment funds and private equity teams. The team has worked on both the creation and management of private investment funds. We also work closely with major institutional investors in private investment funds and have a strong understanding of the investment criteria corporate investors and superannuation funds look for when investing in or with private investment funds, both on and offshore.

We have advised on the creation of numerous private investment funds and have just recently advised on Gresham's Fund III, the most recent Private Equity fund raising in Australia.

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### Relevant experience

- Gresham Fund III: establishment of Gresham's third private equity fund
- ABN AMRO, Record Investments Limited and the Australian Military Superannuation Fund: investment in the US\$200 million CITIC Capital China Mezzanine Fund Limited, a fund that targets mezzanine finance opportunities in the PRC
- Asian private equity fund: establishment of a private equity fund to invest in distressed credit and equity investment opportunities
- Lion Indian Real Estate Fund: establishment of a private equity real estate fund targeting investment in India
- Global Aviation Holdings Fund: establishment of global aviation fund using Cayman/Irish vehicles
- CITIC Capital China Mezzanine Fund Limited: investment in aviation related assets in China and Taiwan
- Financial Services Fund: acted for an investor with capital commitment of US\$1 billion in Primus Financial Holdings Limited, a multi-billion dollar global financial services firm
- International Private Equity fund: investment in a range of private equity funds, including those of Blackstone Capital and CVC Europe

## International funds investing in Asia and Australia

Mallesons has extensive experience in Asian cross-border funds in a wide range of asset classes (such as infrastructure, real estate, energy and resources and private investment funds) and investment jurisdictions (including Hong Kong, PRC, India, Singapore, Japan and Korea). We are also actively involved in listed funds (including REITs), retail funds and structured products and hedge funds in key Asian markets.

Our lawyers understand fund structures in key offshore jurisdictions such as Cayman Islands, Singapore, Bermuda, Mauritius, Luxembourg and Ireland.

Our funds team is one of the largest in the region and includes members in Hong Kong, Beijing, Shanghai and Australia.

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### Relevant experience

- AMP Capital: Infrastructure Fund of India (India)
- AMP Capital: Asian Giants Infrastructure Fund (India/China)
- Asian Giants Infrastructure Fund: acquisition of a 30% stake Gayatri Infra Ventures (India)
- Blackstone Real Estate Partners VI: Australian feeders
- CLSA Capital Partners (Australia)
- Macquarie Capital: US\$1 billion Macquarie/State Bank of India Infrastructure Fund (India)
- Macquarie Capital: Macquarie/China Everbright Infrastructure Fund (China)
- Macquarie Wanda Real Estate Fund (Bermuda/Mauritius/China)
- Macquarie Goodman Hong Kong Wholesale Property Fund (Cayman/Hong Kong)
- Indian real-estate fund (Cayman/Mauritius/India)
- Investa Real Estate: Boss Partnership 1 LP (Cayman, Singapore, Hong Kong)
- IP Asian Opportunities Fund
- Global Aviation fund (Cayman/Ireland)
- Allco US Wind Asset fund (Delaware/USA)
- Taurus Resources Fund I and II (Cayman/USA/Australia)
- Consortium of steel industry participants (Cayman/USA)
- CITIC Capital China Mezzanine Fund Limited (China)
- Pan Asian Property Fund investing in Singapore, Hong Kong and Japan (Cayman)
- Lion Indian Real Estate Fund (India)
- Acquisition of properties in China by one of the largest managers of unlisted commercial property in Australia (China)

## Funds related M&A

Mallesons has one of the region's leading M&A practices and this reputation and experience extends to include the funds and financial services industries. We have advised on many of the region's most significant fund-related M&A deals including Blackrock's acquisition of Barclays Global Investors from Barclays, Macquarie's sale of its stake in Macquarie Goodman Asia, Infigen's acquisition of wind farm assets across Australia, New Zealand and in the US and funds affected by Macquarie's disposal of its real estate funds management platform to Charter Hall.

Our funds team has also been busy with fund reconstruction work, including the reorganisation of Macquarie Infrastructure Group into two separate ASX listed tollroad funds - Intoll Group and Macquarie Atlas Roads. We expect to see further reconstruction activity over the coming period as funds address legacy and structural issues, adapt to significant tax changes and position for growth opportunities.

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### Relevant experience

- AXA Asia Pacific's response to takeover offers by NAB and AMP
- Funds affected by Macquarie's disposal of its real estate funds management platform to Charter Hall
- Blackrock's acquisition of Barclays Global Investors including the iShares Exchange Traded Funds platform
- Macquarie Capital Infrastructure Group's sale to Canadian Pension Plan Investment Board through inter-conditional Australian and Bermudan Schemes of Arrangement and an inter-conditional Trust Scheme
- Babcock & Brown Wind Partners' acquisition of Babcock & Brown Limited's Australian and New Zealand wind farm assets
- Credit Suisse's sale of its fund management business to Aberdeen Asset Management
- Perpetual's funds infrastructure business sale to Palisade
- ING's acquisition of CitiStreet
- Deutsche Bank's sale of its 50% stake in DB RREEF Property Group (now DEXUS)
- Stockland's acquisition of states in Auvum, Limited, FKP Property Group and GPT Group
- National Australia Bank's \$100 million acquisition of Goldman Sachs JBWere's wealth management business in Australia and New Zealand
- Macquarie's sale of its stake in Macquarie Goodman Asia and related acquisitions in Singapore, Hong Kong and Japan
- Macquarie management's joint ventures with State Bank of India and International Finance Corporation in respect of an offshore and a domestic Indian infrastructure fund
- Nomura's acquisition of Lehman Brothers' Asia Pacific assets

## Funds related ECM

Mallesons has the leading ECM practice in Australia and this reputation and capability extends to advising listed funds of all types.

Many of Australia's major listed property and infrastructure funds have undertaken capital raisings within the last 12 months to improve their balance sheet positions, reduce gearing and overcome significant debt refinancing obligations. Our funds and ECM teams have been involved with virtually every significant capital raising by a listed fund during that period, confirming our market dominance in the listed funds area.

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### Relevant experience

- Australand: \$475 million rights issue
- ING Office Fund: \$325 million entitlement issue (underwriter)
- DEXUS: \$750 million entitlement issue and placement
- DEXUS: \$300 million placement and share purchase plan
- Investec: Property Opportunity Fund No 2 capital raising
- Stockland: \$2 billion rights issue
- Westfield: \$2.9 billion placement
- Macquarie Leisure: internalisation and \$41.7 million placement and share purchase plan
- ING Industrial Fund: \$450 million Exchangeable Bonds
- Australand: \$560 million rights issue - first major undocumented rights issue
- Viridis - internalisation of the Manager
- Vanguard exchange traded fund: establishment and offer of its Australian EFTs
- Credit Suisse PL 100 and GP 100 ASX listed funds
- Mirvac accelerated rights issue: combined rights offer and placement
- ING Office Fund accelerated rights issue

“Excellent legal advice from a firm that has the raw power to handle large-scale transactions.”

Chambers Global Guide 2010

## OUR FUNDS TEAM

“The funds team at Mallesons comprises lawyers who ‘are exceptionally talented, very technical and thorough and display a high level of commercial acumen,’ commend clients and peers alike. They offer services in relation to a variety of fund types, and have been increasingly involved in unlisted fund structures...Clients across the region applaud this team’s ‘exceptional service levels...’”

Chambers Asia 2008

## Our funds team

The Mallesons funds team comprises specialists from across the corporate and tax teams within Mallesons. This integrated approach ensures clients get the best possible advice. The Mallesons team has 19 partners and almost 100 lawyers.

	REITS & wholesale property funds	Infrastructure funds	Hedge funds and structured products	Hybrids & convertibles	Private investment funds	International funds	Funds related MGA	Funds related ECM	Regulatory
<b>SYDNEY</b>									
Tim Blue	✓	✓	✓		✓	✓	✓		
Jim Boynton			✓		✓	✓	✓		✓
David Eliakim	✓	✓		✓			✓	✓	
Susan Hilliard	✓	✓		✓			✓	✓	
Mark McFairlane			✓		✓	✓	✓		✓
Barry McWilliams	✓	✓		✓			✓	✓	✓
Brian Murphy	✓			✓			✓	✓	
Damien Richard			✓			✓			✓
John Sullivan	✓	✓		✓	✓	✓	✓	✓	
John Edstein (Tax)	✓				✓		✓		
Richard Snowden (Tax)	✓	✓	✓	✓	✓	✓	✓	✓	

	REITS & wholesale property funds	Infrastructure funds	Hedge funds and structured products	Hybrids & convertibles	Private investment funds	International funds	Funds related MGA	Funds related ECM	Regulatory
<b>Melbourne</b>									
Frank Brody (Stamp duty)	✓	✓			✓		✓	✓	
John Malon	✓	✓	✓			✓	✓		✓
Andrew Clements (Tax)	✓	✓	✓	✓	✓	✓	✓		
<b>Canberra</b>									
Stephen Jagers		✓	✓				✓		✓
<b>Asia – Hong Kong</b>									
Hayden Flinn	✓	✓		✓	✓	✓	✓	✓	✓
Richard Mazzochi			✓	✓		✓			✓
Minnie Siu			✓			✓			✓
<b>UK – London</b>									
Robert Hanley		✓				✓	✓		

# Funds contacts

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